

CASE STUDY - VENDOR MANAGEMENT

Do you get the most from your vendors?

Integrated Management Services (IMS) has created an innovative approach to vendor management that enables you to get more out of the relationships you already have to purchase supplies and services. Sourcing products or services from the universe of potential vendors or merely managing your current vendor services can be a time consuming, costly and even risky endeavor. **IMS'** industry expertise, knowledge, and relationships can be yours to leverage, saving your Firm considerable overhead and reducing the risks associated with choosing the right vendor and managing their service delivery.



LEVERAGE is the key to success.

You can benefit from **IMS'** experience with access to an extensive knowledge base accrued over years of practice purchasing and managing vendor delivery. **IMS** industry experience provides our clients with quantified experiences, results and metrics established from long-term interactions with service providers. Your firm may not have the resource expertise to maximize value added delivery from providers, but by utilizing **IMS'** vendor management you can benefit from multi-year relationships within vendor organizations from the tactical to executive level. The benefit to your firm is rapid and measurable leverage that will save you not only time and money but reduce the risk of choosing the wrong solution or ineffective vendor resource.

Objective & Empirical

IMS is unique within the professional services industry in that we maintain our clients' interest above all else and remain objective from vendor influence. **IMS** is vendor neutral and does not resell or accept commissions from any vendor -- period. Our recommendations are based on observing proven service delivery capabilities of the vendors we engage. We build off these successes and, over the long term, foster a value-add relationship with proven vendors to benefit the needs of our clients.

Our experts' years of study and practice are captured by metrics in our database enabling us to evaluate vendors with empirical statistical information. **IMS** has the data on hand to facilitate your firm's vendor decisions efficiently and effectively. Common value-add vendor management application areas include:

- Information Technology
- Office Services & Supplies
- Facilities Support
- Professional HR, Finance & Legal Services
- Staffing & Outsourcing

Strategy meets reality.

Fostering the right vendor relationships is critical to business success. **IMS** provides strategic oversight to your vendor management to ensure that your firm is not left vulnerable in an ever-changing tide of services and vendors. **IMS** reduces the stress from vendor management and allows you to leverage solutions with optimal efficiency.

We do not stop with analysis and insight. **IMS** has the vendor and project management capabilities to ensure that solutions are provided as promised. From inception to delivery, it is critical to apply the proper methodology and structure to managing the implementation of a vendor's solution. The **IMS** vendor and project management programs can effectively oversee the implementation of service provider solutions with the quality you would expect from an organization with 20 years of industry experience.